

25X1A



Electronic Registry
78-2781
DD/A Registry
78-3838

September 21, 1978

OTR Registry
78-5418

Deputy Director of Central Intelligence  
Central Intelligence Agency  
Washington, D.C. 20505

Dear Sir:

Let me introduce myself as a former Agency employee, now five years into retirement, with a unique approach to understanding foreign peoples. Brief papers outlining this approach and my professional background are enclosed.

My two to three-hour presentation is solidly based on research findings of the past three decades. The contributing sciences are social psychology, cultural anthropology, and linguistics. This interdisciplinary approach is now solidly endorsed by growing numbers of training specialists.

Key guidelines -- supported by persuasive film-clips -- center attention on the "tricks" our perception faculty plays where foreign data are involved, and also on the pervasive influence of one's culture on ways of thinking and behaving.

Users of this presentation often say I serve as a "middle-man" for communicating practical applications of scientists' findings -- in "everyday English" -- to persons concerned with overseas areas. The targeted increased awareness of perceptual differences between ourselves and a local people can raise signals of both warning and opportunity leading to increased personal effectiveness on foreign affairs tasks.

An opportunity to come by and discuss my presentation with you or other officers or staffers --without obligation -- would be welcomed.

Sincerely,



25X1A

# EXECUTIVE SECRETARIAT (O/DCI)

## Routing Slip

TO: DPA

		ACTION	INFO	DATE	INITIAL
1	DCI		✓		
2	DDCI				
3	DD/RM				
4	DD/NFA				
5	DD/CT				
6	DD/A	✓	(D/OTR)		
7	DD/O				
8	DD/S&T				
9	GC				
10	LC				
11	IG				
12	Compt				
13	D/PA				
14	D/EE0				
15	D/Pers				
16	AO/DCI				
17	C/IPS				
18					
19					
20					
21					
22					

SUSPENSE DATE:

Remarks:

To6 - Direct reply, please.